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12th APRIL 1991 ISSUE 100

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Yeates to close Salisbury Depot

The Salisbury depot of Yeates Bus & Coach is to close on 3 May with the loss of 10 jobs. In the unfavourable economic climate Yeates have been taking a long hard look at the whole operation and have decided that the losses being made at Salisbury can no longer be sustained. The premises, which were opened by W.S.Yeates in 1977 and modernised prior to the acquisition by VL Bus & Coach, will

be mothballed.

Director and general manager Tony Harvey attributed the failure of the workshops to attract enough service work to the proximity of a number of other franchised VL dealers. Prior to closing the depot will be holding a swansong event on the weekend of 20/21 April when it will open to coincide with the British Coach Rally at Southampton.

Limit reached for speed limiter installations

Operators should be reminded that as from 1 April 1991 all British coaches, first used after 1974, must be fitted with speed limiters to prevent them exceeding their motorway speed limit of 70 mph.

The three year retrospective fitment programme has drawn to an end and now vehicles without limiters or having limiters not correctly installed will fail the annual test.

Ambassador still buying

Former NBC subsidiary Ambassador Travel, based at Great Yarmouth, has increased the number of new VL products it has acquired over the past 24 months to 32 with the purchase of nine Volvo B10M GLs from Yeates Bus & Coach. All nine will have Plaxton Paramount 3500 three star coachwork.

100 up!

We're celebrating in the Bus & Coach Buyer office this week because this is our 100th issue. Following our successful pilot issue we launched issue one on 21 April 1989 and we haven't looked back since.

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No other weekly trade magazine reaches as many bus, coach and minibus operators as Bus & Coach Buyer which is why it is the best medium for marketing new and used vehicles and related products and services. Thank you all for your continuing support, we couldn't do it without you. Bus & Coach Buyer - You Can't Buy Better.

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1990 G	SB3000DKV	VAN HOOL ALIZEE DH	51R + TOILET	1988 E	SB2305DHS	DUPLE 340SL	57R
1990 G	MB230LT	VAN HOOL ALIZEE SH	53R + TOILET	1988 E	SB2305DHTD	DUPLE 320SL	57R
1990 G	SB2305DHS	VAN HOOL ALIZEE DH	51R + TOILET	1988 E	MB230LT	VAN HOOL ALIZEE SH	53R + TOILET
1989 G	SB2305DHS	VAN HOOL ALIZEE DH	51R + TOILET	1988 E	MB230LB	VAN HOOL ALIZEE SH	53R + TOILET
1989 F	SB2305DHS	VAN HOOL ALIZEE DH	51R + TOILET	1988 E	MB230LB	VAN HOOL ALIZEE H	51R + TOILET
1989 F	SB3000DKV	VAN HOOL ALIZEE DH	51R + TOILET	1988 E	MB230LB	PLAXTON 3500	53R
1989 F	MB230LT	PLAXTON 3500	53R	1988 F	MB230LB	PLAXTON 3500	51R + TOILET
1989 F	MB230LB	PLAXTON 3500	51R + TOILET	1987 E	MB230DKFL	PLAXTON 3500	55R
1989 F	MB230LB	PLAXTON 3500	53R	1987 D	MB230DKFL	VAN HOOL ALIZEE H	55R
1988 E	MB230LT	PLAXTON 3500	53R + TOILET	1987 D	SB2305DHTD	PLAXTON 3200	57
1988 E	SB3000DKV	VAN HOOL ALIZEE SH	49R + TOILET	1987 D	MB230DKFL	VAN HOOL ALIZEE H	51R + TOILET

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1986 C	MB230DKVL	DUPLE 340SLX	52R + TOILET	1977 S	BEDFORD YLQ DUPLE DOMINANT II	45
1985 B	MB200DKFL	LASER II	53R	1984 A	LEYLAND TIGER 245 LAG GALAXY	49R + TOILET
1984 A	MB200DKFL	VAN HOOL ALIZEE H	48R + TOILET	1978 S	LEYLAND LEOPARD DUPLE DOMINANT II	53
1983 PP	MB200DKFL	JONCKHEERE P50	49R + TOILET	1985 C	BOVA FUTURA	49R + TOILET + AIR COND
1983 A	MB200DKL	MOSELEY ALPHA	53R	1982 Y	BOVA EUROPA	49R / T + TOILET
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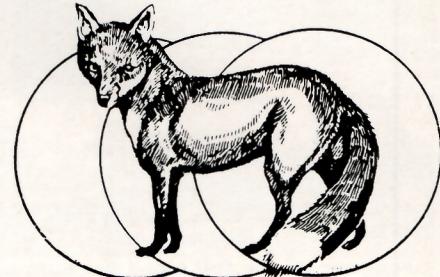
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SILVER COACH LINES

Scotland's largest spot hire fleet



With Edinburgh's Inglinton airport fogbound and the airlines needing coaches immediately to move stranded passengers, things were busy at Silver Coach Lines when I visited them last month. With eight vehicles out fulfilling this unexpected boost to business the weather brought a welcome increase in activity during a lean period for the company.

Managing director Ivan Ford said, 'It's been a bad year from September, the first six months of our year, though the previous April to September was our best ever.' The company's annual turnover is in excess of £1,000,000 on coach hire, with 70% of the work coming from incoming tourism. Ivan admits, 'It's an exceptionally high percentage, but I think we have the largest non-dedicated private hire fleet in Scotland. Obviously Douglas Park has more vehicles but most are dedicated. It means if incoming tourism takes a knock we take one with it.'

Keeping the 13 assorted Setras and five Toyota Optimos busy requires ingenuity and hard work when times are



Silver Coach Lines managing director, Ivan Ford.

good, the task becomes harder when a recession starts to bite and a war makes tourists wary of travelling so far. 'You have to look for new markets,' says Ivan and indeed, Silver Coach Lines adopts a positive approach to winning new customers. Incoming tours manager Harumi Mackino is a Japanese national so she is particularly well placed to win business from Japanese customers.

This year incoming tourism has been severely hit from the

start of the year through to May but Ivan is not tearing his hair out as a result. 'Beyond May things are good,' he says, 'It should be the best June ever on the basis of bookings held on computer. The months beyond are stacking up equally well. Our hope is that the traditional short Scottish season which finishes in September will this year run on another month to allow us to recover some of the early business. It is far too early to tell about October yet.'

There has been some diversification too, in April and May the coaches will find themselves used on work which the company would not traditionally have taken on at this time of year. An example is a May tour programme, something not previously tried at this time of year. Ivan intends to promote it through adverts on the buses of the associated Edinburgh Transport fleet, something of a captive market. Other opportunities are being sought but Ivan is not prepared to buy in business. 'I hold that line quite strongly,' he told me, 'the profit margins in this business are low enough as it is. It is

ludicrous that some people think they can operate a vehicle involving a capital investment of £130,000 for £120 a day. The public only thinks it can hire for that price because the industry has told them it can, it can't.'

Ivan joined the industry as a conductor with Mansfield District Traction in 1962, joining National Welsh in 1979. Changes have come quickly for him and operations director Karl Vanders in the last five years as in 1987 they were area managers for Cardiff and Bridgend respectively. Following deregulation Ivan had set up a company called Vale and Valley with the intention of running bus services but it had not started operating before he was offered the post of general manager with Silver Coach Lines. At the time SCL was owned by the Alexander family which also owned the Falkirk and Belfast coachbuilding concern.

When he joined it was clear to Ivan that the Alexander family would sell if the price was right and in 1988 negotiations with Lothian Region Transport went quite a way but were not concluded. When this did not come off Ivan, Karl and marketing and sales director Jim Sneddon, who had been with the company prior to Alexander acquiring it, set about raising the finance to buy SCL themselves.

The three director's successful management buyout in March 1989 required the complete restructuring of the fleet. Prior to the buyout SCL had been run as an arms



One of the two air conditioned Setra S210H coaches participating in the Blackpool rally.



The backbone of the full sized fleet are six of these Setra S215HDs.

length company from Alexander, it paid cash for everything, was generally loss making and had a sizeable overdraft. The premises and most of the vehicles were owned outright though a few were on secondary lease.

The assets of the company in vehicles and property were marginally in excess of the overdraft and selling price of the company. To finance the buyout the directors completed two deals with Kassbohrer UK and West Durham Coach Sales under which

each of the dealers bought the existing fleet and supplied new coaches on lease. Ivan explained, 'Leasing was the only way in for us. We couldn't get a big enough overdraft for working capital by any other method other than selling the fleet. We now guarantee the overdraft against the premises.'

Ivan believes that running an all-Setra fleet of full sized vehicles gives Silver Coach Lines a major advantage over many of its competitors. He said, 'It is recognised in the

trade as a high quality product, so when we are selling to tour operators and ground handlers we can emphasise the quality. There are other vehicles that could do the same job but we got the best deal with Setra. They are probably the best built coach in the world, we have not had any niggling problems. Our operational experience with them has demonstrated that the title, 'The Rolls Royce of the Coaching World' is well deserved. It is the only coach I know of that tour operators will accept at more than four years old.' Operationally there are benefits in having one type of vehicle in terms of engineering knowledge and spare parts holdings. Ivan reports very good passenger acceptance because of the ride and quietness.

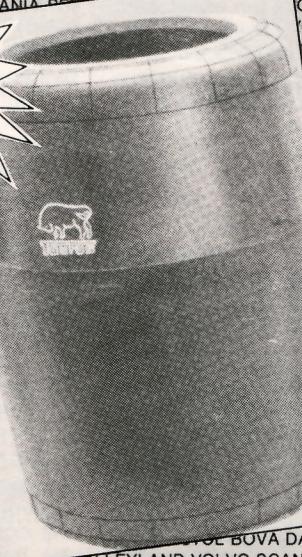
The 13 Setras are of four types, the most numerous being six S215HDI models with toilets and 49 recliners. There are three 53 seat S215HRI Rationals, two S210s with 28 seats, toilets and air conditioning and a pair of S210Hs

with 35 recliners. If the company were looking to expand the Setra S216 would fit nicely within the profile but it is not imported into the UK.

The company is equally impressed with its Toyota Optimos which are all 1989 six cylinder Mark I vehicles. Early problems with soft clutches and poor tracking and suspension set ups were sorted out by Toyota and they are now very reliable. All recently sailed through MOT tests at around 125,000 km. At least a further three or four years on top class work is envisaged from them with a useful life way beyond that. In addition to operating five the company is also a Toyota after sales agent.

In general Ivan is critical of coach manufacturers because he believes many are holding their prices down by depressing the quality of the vehicles supplied. He attributes the root cause to the buyer of the vehicle who wants a cheap coach because he is not getting the right rate for the job.

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Headlights blazing in the Edinburgh fog, one of the Leyland Nationals leaves the depot.

Scottish problems

Being based in Scotland presents the company with a particular set of problems that it has to overcome, though there are also advantages. Among the disadvantages is the shorter duration of the touring season in Scotland in comparison with London. Ivan claims this means that no coach company north of Edinburgh can survive on tourism unless it picks up further south. The distance from Heathrow airport is a problem, but one which British Airways and British Midland do a good job in overcoming. If SCL was looking at setting up its own outgoing tourism operation the distance of the company from Dover would present difficulties. In a similar way advantage cannot be taken of special London offers because the coach hire element is too great. With the journey taking eight hours each way, 16 hours is a long time to take out of a three day weekend.

On the plus side Scotland is an extremely attractive tourist destination which has an immense amount to offer the tourist. Coupled with this Ivan

believes the Scottish Tourist Board is extremely active and successful in promoting tourism in Scotland.

During the winter months the company slims down from the 30 drivers it employs at the peak to just eight full timers. There is still some tourism and local work so the fleet is employed on whatever is available. A couple of small contracts are held and there are winter ski runs and bingo runs too.

Diversification

Sharing the yard with Silver Coach Lines is the orange and blue painted bus fleet of Edinburgh Transport which has been operational since 31 July 1990. The ten vehicle fleet consists of seven 11.3 metre Leyland National MK1s, the only two DAF SB220 Optare Deltas in Scotland and a Reeve Burgess 21 seat Mercedes Benz 609D.

Ivan and Karl both have experience of running bus services so the diversification seemed a sensible way for SCL to develop. The small ET network is made up of some revenue supported services won from Lothian Region on three year contracts to which some commercial services



One of the S215HRs prior to delivery at the Lincoln premises of Kassbohrer UK.

have been bolted on.

Ivan says, 'it is beginning to establish itself as a service provider in the outer regions of Edinburgh. Obviously it is not a major competitor in the city area where there is a very well organised, well run, frequent, pattern of services. We see further potential expansion in the periphery of this area in conjunction with tendered contracts.'

The two operations complement each other though they are very different. They share infrastructure costs and utilise the same management and engineering facilities. The two teams of drivers are, however, kept entirely separate, each with their own distinct uniforms. Just as the SCL fleet uses the emblem of a silver fox, Edinburgh Transport uses the highly appropriate image of Greyfriars Bobby, the dog famed for his faithfulness.

Of the fleet Ivan says, 'The Nationals have proved difficult because of their age. We have had a number of engine failures and trouble with nearly every other item relating to them. A lot was caused by the learning curve for the engineering staff. We now seem to be

the right side of the problem and as the engineering staff understand them better we are getting increased reliability. The first engine change took us three days, the latest only a day. To get some reliability and quality into the fleet we bought two DAF Delta ex demonstrators which were available at the right price.'

Ticketing is by means of the Wayfarer MKIII system with which Ivan declares himself, 'absolutely delighted.' Used since December it provides a fully electronic issuing and management system. Ivan believes it will prove fully expandable into the foreseeable electronic ticketing age. The company is no stranger to computers, Distinctive Systems' Coach Manager package being used to handle bookings and accounts.

Asked if he was still pleased to have bought the company Ivan said, 'Yes I'm pleased. It has given us an opportunity to manage and evolve a company in the way we wanted, without too many constraints. I feel the three of us have done it successfully.'

By Stuart Jones



One of the two Setra S210HDIs undergoing servicing in the fully equipped workshops.



Representing the two makes in the post buyout fleet are a Toyota Optimo and a Setra S215HD.



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High back luxury seats with roomy interior, featuring luggage racks, forced air/reading lights, moquette centre, Blaupunkt stereo, large boot, electric single glider door.

£43,125 Nett or £209.29 per week

SOUTHAMPTON 1991

The 37th British Coach Rally

20-21 April

Long associated with Brighton though it originally began at Clacton in 1956, the British Coach Rally will this year be staged at Southampton for the third time. The coach industry's premier opportunity to show itself off to the public, the rally attracts entries from throughout England, Scotland and Wales together with a few from even further afield. A German entered Setra double decker won in 1983 and continental competitors are also expected at Southampton.

This year the event will be even more enjoyable for the public and participating operators alike as the road run will incorporate a treasure hunt following a Defence of the Realm theme. Operators will depart from a number of pre-determined map references with their parties and passengers will have the opportunity to win a prize. Rather than arranging a big cabaret dinner for the Saturday evening, the organisers have laid on a riverboat cruise using the Blue Funnel Island Scene. The cruise will last from 19.30 to midnight and cost £9.50 including a basket meal and discotheque. Tickets can be bought on the day or in advance through Barry Cooper.

The premier coach prize is the Coach of the Year Award which was won last year by Coliseum Coaches. They will



In 1990 Setra again won the trophy which their vehicles had dominated for a five year period from 1982 to 1986. This time the victor was a local company, Coliseum Coaches of Southampton with a luxuriously appointed dining coach.

be entering the same Setra S215HD in a bid to become the first operator to win twice with the same coach. Cyril Kenzie of Kenzie's Coaches has entered a vehicle in every British Coach Rally to date and will be there again this year with a Van Hool bodied Volvo B10M. The rally always attracts some of the most prestigious new vehicles although the decreasing number of new vehicle sales over the last 12 months is reflected in an increased number of operators entering well prepared older vehicles. Multiple entries from

operators will include no less than three from Beavis of Bussage, two from Ashford Luxury Coaches, and a DAF Duple 340 and a Caetano Optimo from Horseman of Reading. An unusual entry will be a rare MCW 400GT belonging to West Midlands Travel.

Winner of the Michelin sponsored Coach Driver of the Year award last year was Roy Hall of Grey Green. He will defend his title this year in a Van Hool bodied DAF MB 230 and attempt to win another car to go with the Mini Metro he won in 1990. Entry to the event is

free but you'll need to be very good to win.

Competition will also be intense among the bus manufacturers who will battle for the Bus of the Year award. Optare will defend the title their Delta has won for the last two years, perhaps their own Vecta will topple the title holder. Other worthy entries include the Reeve Burgess Pointer bodied Dennis Dart, ACE Cougar 5s with both Wadham Stringer and Willowbrook coachwork, a Willowbrook Warrior bodied Leyland Leopard, A Europa bodied Mercedes 811D and the DAF SB220 mounted Ikarus bus. Many operators will be disappointed not to see the Plaxton Verde.

Trade representation is considerably down on previous events, although those represented will present an interesting line up of vehicles and equipment. Details of those exhibitors known to be attending at the time of going to press are given on the following two pages.

The event will take place in and around Mayflower Park, Southampton on the weekend of 20/21 April and everybody is very welcome to be there. If you would like to enter a coach or book tickets for the riverboat cruise contact Barry Cooper on 0952 83644. The Bus & Coach Buyer team will be there, we look forward to seeing you.



LAG Panoramic vehicles won the rally in both 1987 and 1989. The 1989 winner was this example used on pop group work by Best Tours of London.



Since 1982 only one non-integral coach has won the event, the exception being Yorkshire Rider's high specification Jonckheere Jubilee P599 bodied Volvo B10M in Jetrider livery.

Rally Preview



The Optare Vecta MAN 10.1.90 and the Wadham Stringer Portsdown bodied ACE Cougar 5 will be entered in the Bus of the Year competition.

Vehicle exhibitors

Asquith Motor Carriage Company.

Two of the distinctive 1920s styled courtesy minibuses will be displayed by Asquith. One of the Ford Transit based 12 seater Mascot vehicles will be on static display in the Mayflower Park area and a customer owned example will provide courtesy transport along the seafront for the duration of the event. There is no change to the appearance of the 1991 model as the company attempt to keep any modifications invisible.

AVE Berkhof.

Two new vehicles are in the AVE Berkhof display. Firstly there is an Excellence 1000 bodied Javelin, the first of its kind and already creating an interest among operators. It has a high specification level with 55 reclining seats, double glazing and a rear saloon toilet. Secondly there is an Excellence 2000 bodied Scania K113 fitted with 51 seats, centre toilet and air conditioning. The Javelin will be delivered to new owners, Ellison's of Ashton Keynes and the Scania to M&M Coachlines of Harrow, after the show.

Avondale International.

This year's show model from Avondale is a dual pur-

pose Elme Orion based on a Leyland Swift chassis with 4.4 metre wheelbase. It will be finished to a high specification and include tinted glazing, curtains and forced air ventilation.

Bob Vale PSV Sales.

Recently established London coach dealer Bob Vale is returning a former Coach of the Year to Southampton for use as a hospitality vehicle. The LAG Panoramic, originally operated by Solitaire, is ideal for the purpose having 23 seats with tables and a huge central galley kitchen. It won the Coach of the Year competition in 1987 when the event was held in Brighton. Bob will be pleased to receive visitors interested in trading secondhand coaches.

Carlton PSV.

Carlton will be showing two examples of their new Neoplan Transliner Berliner coaches. These are single deck designs and reported as being 'competitively priced' at £125,000. Few details are available as Carlton wish to use the rally as a surprise launch. At least two Neoplan coaches are entered in the Coach of the Year competition by Brian Beavis. Other high specification Neoplans ope-



Carlton PSV will launch the Neoplan Transliner Berliner.

rated by Dave Parry will not be entering but will be taking parties to Southampton and may be seen around the venue.

Central Coachbuilders.

Following the first successful UK conversion of Renault's new B series van, Mike Mullins will be displaying the second example on his stand. The B110.50 will feature 16 Vogel seats, air conditioning and a compact disc audio system. It has been built for Wharfedale Coaches to join their executive transport fleet. Also from Central will be a Mercedes Benz 811D with 22 seats plus crew seating, video installation, fridge, drinks machine and mirror windows. This model will be in Expressways livery and the Swinton based company will take delivery after the rally.

Crystals Conversions.

Lack of stand space may prevent Crystals from displaying all three of their current demonstrators but there will definitely be two vehicles on the stand at any one time. Their intention is to exhibit the Mercedes Benz 410D 15 seater minicoach equipped with soft trim, luggage racks, quad vent, radio cassette, saloon heater and tinted windows set in aluminium frames, alongside their 16 seat version of the Leyland DAF 400. This has a similar specification but is also available as a 12 seat version with wider seats, armrests, tables, table lamps and curtains. The final member of the trio is an example of the Talbot/Citroen Express 1500, available with or without turbocharged engine options. This one has been fitted with 14 seats with the rear pair facing inwards by the rear doors. These can be removed to create more space for the other seats or extra luggage capacity.

DAF Bus/Optare.

Optare will take the opportunity to show their new Vecta which will enter the Bus of the Year competition alongside its Delta stablemate. Both are fitted with luggage pens and have 41 and 49 seats respectively. The Vecta, launched earlier this year, is based on an MAN 10.190 chassis which features the latest 9N0x engine for low emissions. Also on display will be a 25 seater MetroRider in Newport colours and a 29 seater StarRider coach. DAF Bus will be

displaying an MB230LB fitted with Plaxton Paramount 3500 bodywork built to executive specification. It will then be passed to its new owners, Yellow Buses of Bournemouth. There will also be another coach that has yet to be confirmed but is expected to be a Van Hool executive specification body on an SB3000 chassis. Another entry only just confirmed is an Ikarus service bus that will enter in the Bus of the Year. The Ikarus is based on DAF's SB220 chassis and gives an alternative body option to the Optare Delta.

Europa.

Doncaster based Europa will exhibit an extensive selection from their range of vehicles as they did at last year's event. Apart from a single Renault S75 29 seat bus all their products will be based on Mercedes chassis. Appearing from the Enterprise coachbuilt range are an 811D coach with 33 seats and a 25 seater dual purpose vehicle. A 709D conversion, fitted with 24 seats, will feature a new electric single glider entrance door and there is the possibility of an appearance by a 33 seater dual purpose 811D. Their Bus of the Year entry will be a 31 seat 811D, featuring automatic transmission, which has been supplied to Globe of Barnsley.



The Reeve Burgess Pointer.

Reeve Burgess.

Although the Plaxton group have opted not to appear officially at this year's rally, despite the launch of their new Verde bus, the group's Reeve Burgess subsidiary is turning out in force. They are keen to show their aluminium bodied Pointer, based on the popular Dennis Dart chassis. Two Pointers are to be displayed, one of which will be entered for the Bus of the Year and is likely to be in the livery of one of the London Buses subsidiary companies. Also on the stand will be a 33 seat Beaver coach based on a Mercedes Benz 814D chassis.

and a 25 seat dual purpose Beaver destined for Maidstone Boroline on a Mercedes Benz 811D fitted with a manual gearbox.

Toyota.

A pair of Toyota Optimo Mark II GLs are to make up the Toyota GB stand. Both will carry liveries of their new owners but it is not yet clear whose vehicles will be present. One version will be fitted with 18 seats and the other with 21. The Mark II Optimo has proved as popular as its forerunner and the improved power, styling and driving position is winning many new admirers.



The Van Hool Alicron.

Van Hool UK.

Van Hool are presenting their Eos flagship which comes as a complete executive specification package. The latest version is one of a recently delivered batch which have been built under the control of Van Hool at the Eos manufacturing plant in Bree, Belgium. It features 53 Label-

lux reclining seats, centre sunken toilet, pneumatic continental door, double glazing with tints to the side windows, a computerised heating and ventilation system, Webasto, servery, twin monitor video installation, fridge, aisle carpets, curtains, courier seat, driver's door and an adjustable steering column. The mechanical specification includes the DAF vertical DDK 11.6 litre engine, rated at 356 hp driving through a seven speed ZF gearbox with an integral retarder. Front suspension is independent and brakes are ventilated discs with twin caliper operation.

Supporting the Eos will be a Van Hool integral model, the Alicron. This will be complete to Van Hool UK's specification and includes 55 Labellux reclining seats, double glazing with curtains to side windows, aisle carpet, courier seat, Webasto, adjustable steering column and comes with a one-piece rear. It is powered by an MAN 2866 turbocharged 12 litre engine, rated at 311 hp, driving through a ZF S6.90 gearbox and has a Telma Focal 2000 retarder. Both vehicles will be available for demonstrations after the rally. For details contact Vernon Edwards on 0933-440221.



Hughes DAF will enter the DAF SB220 Ikarus in The Bus of the Year Competition.

Wadham Stringer.

Local coachbuilding specialists Wadham Stringer are bringing along their 9.0 metre Dennis Dart with a Portdown body, seating 35 and including a luggage pen. Accompanying this on the stand will be a 27 seater Wessex bodied Mercedes Benz 811D also with a luggage pen. For the Bus of the Year, Wadham's will enter a Portdown bodied ACE Cougar 5 belonging to People's Provincial.

Willowbrook.

Willowbrook are to exhibit two of their Warrior service buses. One is a rebody, based on a Leyland Leopard, sold to Oxford and has the standard specification of 46 seats, luggage pen and convection heat-

ing. The second vehicle will be the shorter Warrior body which is now available as an option on the ACE Cougar 5 chassis. The 10.5 metre vehicle will include 42 seats and a convection heating system but has no luggage pen. Both buses are finished with DiPTAC recommended features and will be entered in the Bus of the Year competition.



A Willowbrook Warrior for Oxford Bus Company.

Support stands

Automate Wheeltrims.

Stainless steel wheeltrim suppliers, Automate, will display their latest range of designs suitable for all sizes of bus or coach wheels. Also on view will be other items of trim such as magazine nets, ashtrays and interior light/ventilation/speaker housings.

Bus Engineering Limited.

BEL are to bring along their mobile exhibition unit consisting of the BEL sponsored RCL Routemaster, for use as a hospitality unit. It will carry display stands with details and literature on the many spares lines and service facilities available from the Willesden premises. These include new and remanufactured parts, service exchanges, trimming, ticket equipment servicing, destination blinds, radio repairs, general servicing and fuel bunkering facilities.

Drury & Drury.

Livery specialists Drury & Drury will exhibit an example of their work, completed recently, on a Jonckheere/Scania owned by Talisman Travel of New Romney. They are eager to meet operators to discuss vehicle painting, design innovations, signwriting and body repair work.

Econocruise.

Econocruise will be taking along a demonstration unit featuring their EMA speed control unit. They look forward to meeting and having discussions with past, present and potential customers.

Economy Textiles.

A full range of corporate uniforms are now being produced by Economy Textiles. These will be exhibited along with examples of sweaters, bodywarmers, rally jackets, headrest covers and embroi-

dered or screenprinted design work.

Jason Technical Services.

New for this year is the JTS 600 series drinks dispensing machine. This has been specially designed for surface mounting on toilet/washroom tops. Also on the stand will be an example of the 700 series machine, and a range of cupholders. The 700 model will be used to issue free drinks to callers at the stand.

Michelin.

Michelin involvement with the rally not only covers the driving competitions but also incorporates a comprehensive range of their products in the Mayflower Park. Of particular interest to operators will be their Remix process which is highlighted by the recent increase in re-grooved tread depths. Tyres on display will comprise the XZA and XZT range in 80, 75 and 70 series aspect ratios. A new addition is the 275/70 22.5 XZU2 146J specially designed for fare stage work. For midibus operators there will be a range of XC4 and XZA light truck tyres.

P&O European Ferries.

P&O representatives will be on hand to discuss channel crossing requirements and related tour information with visiting operators.

Sally Line

Sally line promotional staff will attend the support stand to provide information about their 1991 ferry crossings.

Sutrap.

One of the new Mercedes 0303 coaches, belonging to The Kingsferry, will be exhibited by Sutrap. They have supplied the air conditioning systems for five of these vehicles and it is the first time they have been installed on 0303s that incorporate the Voith gearbox. Considerable thought and the moving of certain components was needed to ensure the systems did not affect weight distribution or overload the axles. The coach is equipped with tables and hand drying equipment also supplied by Sutrap.

Also Attending

Bell Glass.

Hanover Displays.

Hants & Dorset Trim.

Fleet Additions

Second Warrior for Henderson Travel

Strathclyde operator Henderson Travel of Hamilton have taken delivery of their second Willowbrook Warrior service bus. Based on an 11 metre refurbished Leyland Leopard chassis, the Warrior is fitted with 48 moquette trimmed seats and has provision for 24 standee passengers. The saloon has a flat floor, heating is via a KL convection system and other fittings are to DiPTAC requirements.



New Optimo MkII for Lakeside

This Toyota Optimo MkII has been acquired by Lakeside Coaches of Ellesmere, Salop from Yeates Bus & Coach. It is equipped with 21 seats, table, soft trim and a radio/PA/cassette system. It is finished in a white and two tone green livery.

Three PMT AMIs for Red & White

Red and White of Chepstow have taken delivery of the first of an order for three AM1 minibuses from PMT. Based on Mercedes Benz 709Ds, the trio comprises a coach specification AM1 which has been delivered and a pair of stage carriage versions, equipped to DiPTAC and LRT Schedule X recommendations, that are awaiting final completion.

Pattersons update with executive specification duo



Pattersons Coaches of Birmingham have updated their fleet by purchasing a pair of secondhand executive specification vehicles. One is a 49 seat Setra S215HR complete with toilet, video installation and sausage boiler, powered by a Mercedes engine. The other is a Caetano Algarve bodied Man 16.280 that was originally used as a demonstration vehicle and fitted with 55 seats plus a small toilet. It has recently been reduced to 49 seat capacity and had a larger toilet/washroom installed. The coach also has video equipment and sausage boiling facilities.



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£4,500 ono. Part exchange for
Mini Bus Service spec. Tel: Stoke
on Trent (0782) 281571. 100/5611/BED

BEDFORD

BEDFORD 1980 W YMT SUPREME
IV, POD, recon engine, MoT 25/11/
91, 53 seats, armrests, curtains,
lockers, POD owned since new,
lovely condition. **Fitzcharles
Coaches Ltd. (0324) 482093**

100/5604/BED

BEDFORD 1982 X YMT DOM II,
POD, new engine, MoT 30/12/91,
53 seats, POD lockers, very clean,
owned five years. **£8,000 ono.**
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100/5607/BED

1982 BEDFORD C.F., Mk II, 12
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100/5629/BED

1980 YMT UNICAR, 53 seater, test
May '91. £3,850 ono. 1979 DUPLEX,
35 seater, test May 91, £6,250 ono.
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ments. Tel: (0234) 359763 or
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EXPRESS, POD, 53 seats, MoT
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lockers, owned since new, lovely
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100/9057/LE

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53 seater, Plaxton, vgc, £6,250 + VAT. 1976 Leyland Leopard Plaxton, 53 seater, new engine just fitted, still under guarantee. £6,750. Phone Ivan Thomas, 081 397 4276.

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100/5627/LE

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100/5622/LE

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MERCEDES 608, 1983, 21 seats, 17 recliners, 4 fixed, tinted windows, radio cassette, PA, MoT Aug '91, luggage racks, coach rear end. £9,250 + VAT. (0803) 324597 (Torquay).

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100/5637/FO

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1988	Bedford/Duple, Radio/PA	57	£52,500
1987	DAF/Caetano 11.6, Radio/PA	53	£67,500
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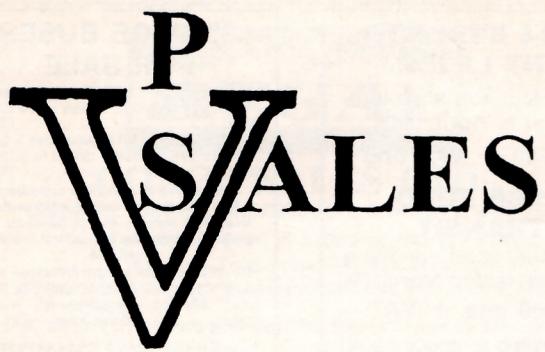
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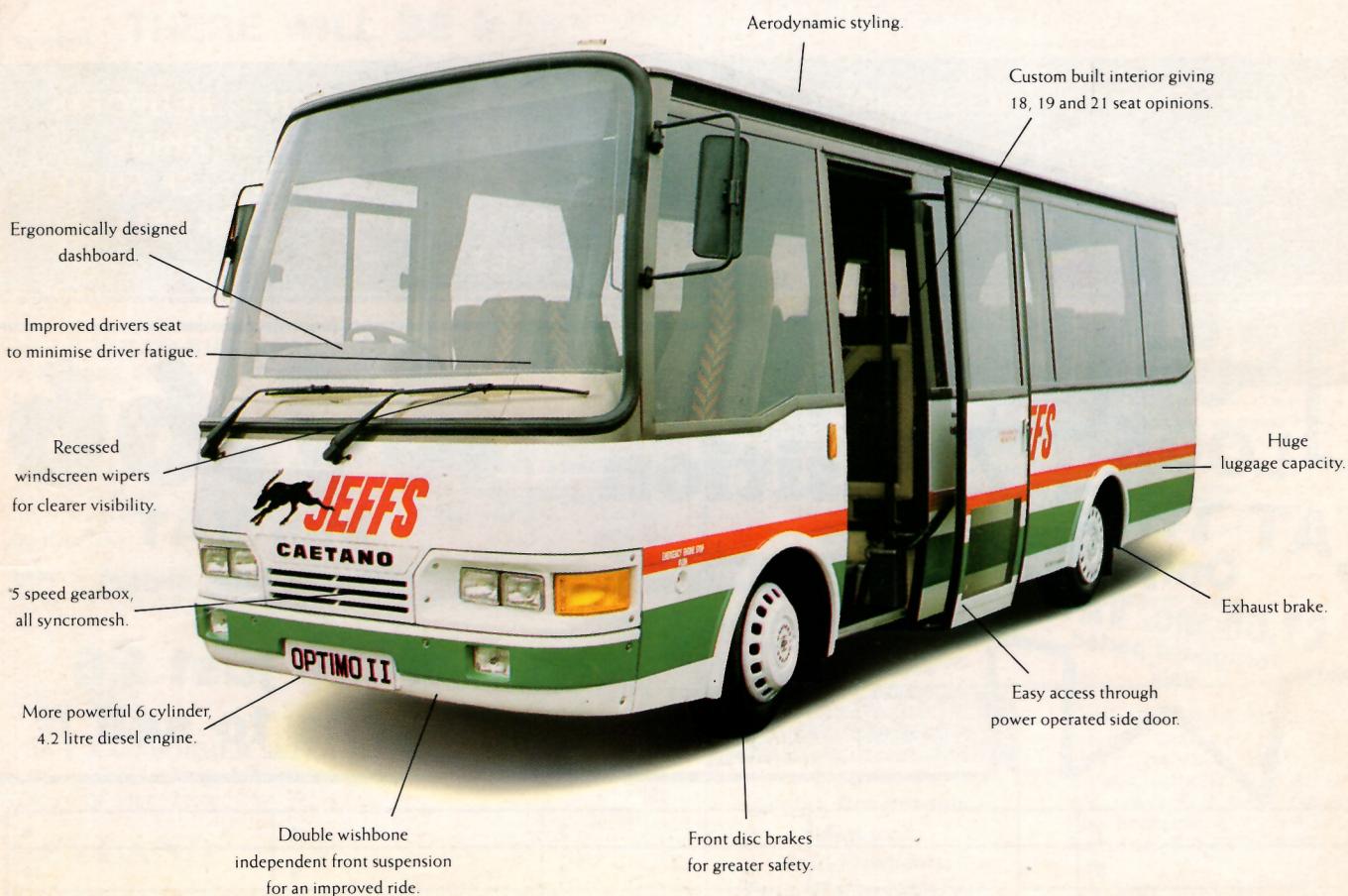
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